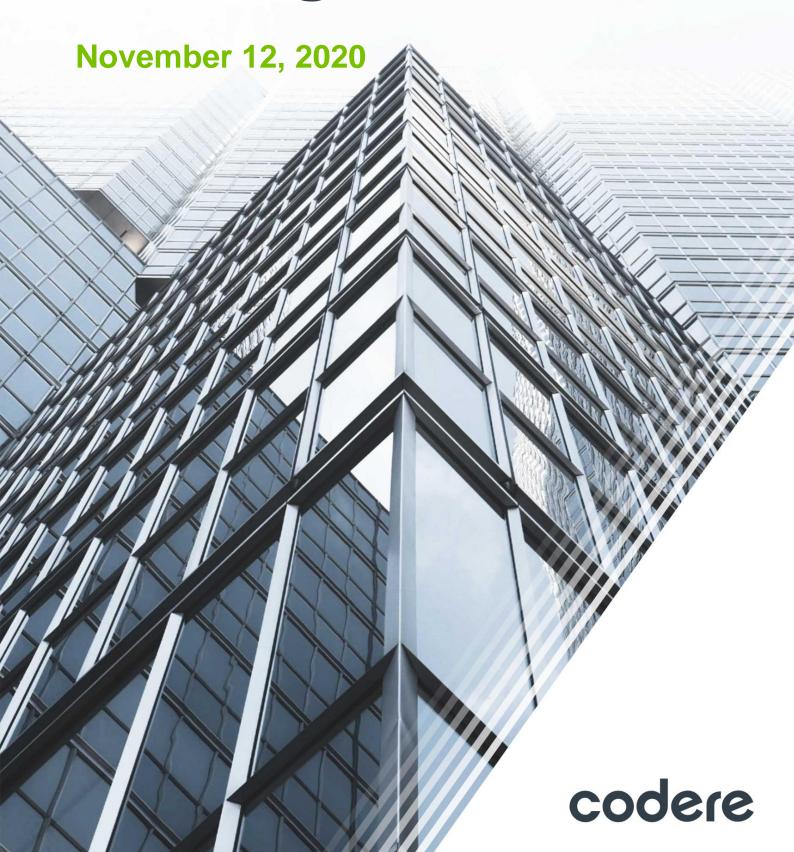
# 9M 2020 Earnings Results



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#### **Financial and Operating Overview**

Herein, figures presented above Operating Profit (other than non-recurring items and impairment charges) are shown excluding the impact of non-recurring items as well as the impact resulting from the application of IAS 29. Adjusted EBITDA refers to EBITDA<sup>1</sup> excluding all non-recurring items and not considering Argentine figures according to IAS 29 standards (inflation accounting). All figures are post the application of IFRS 16.

Following the October 12, 2020, amendment to IFRS 16 Leases: Covid 19-Related Rent Concessions by the IASB regarding the accounting for a concession, in the form of forgiveness or deferral of lease payments, as a negative variable lease payment instead of as financial income, we have adjusted retroactively our Q2 2020 reported rental expense to reflect this new approach. As a result, we have deducted €7.4 mm from financial income in the period and accounted for it as lower rental expense, positively impacting EBITDA. For detailed breakdown of this adjustment by country please see the Recent Events section at the end of this report.

- 9M 2020 Operating Revenue decreased by 55.9% to €460.6 mm as a result of the temporary closings related to the COVID-19 pandemic. Our entire retail operation was shuttered during most of Q2, with reopenings taking place progressively since June in Europe and during Q3 in Latam, mostly towards the end of the quarter.
- 9M 2020 Adjusted EBITDA reached €28.6 mm, 87.9% below 9M 2019, driven by a negative EBITDA of €23.7 mm in Q2 due to the abovementioned closings, already turning positive in Q3 thanks to the positive contributions from Spain, Italy, Online and Uruguay.
- 9M 2020 Adjusted EBITDA margin declined to 6.2%, 16.5 percentage points below 9M 2019 due to the lack of revenues not being offset by the decline in operating expenses.
- In 9M 2020 we generated a net loss of €239.7 mm, compared to a loss of €54.6 mm in the same period last year, as a result of the devaluation of our operating currencies vs. the USD and of the closings related to COVID-19.
- Capex in 9M 2020 was €25.2 mm, 55.3% below 9M 2019, and included €21.4 mm of maintenance capex and €3.8 mm for growth projects.
- As of September 30, 2020, we had €119.8 mm in cash and equivalents vs €103.1 mm as of December 31, 2019 (€145.5 mm including SSRCF availability). Our gross debt amounted to €1,033.8 mm and our net debt to €914.0 mm, or €1,228,8.0 mm and €1,109.0 mm, respectively, including capitalization of operating leases (as per IFRS 16).

This improvement in our liquidity figures reflects not only the strong operational performance in some of our markets in Q3 (such as Spain and Online), but also our ability to, on the back of the Refinancing Transaction, successfully renegotiate and expand our commercial payables throughout the Group on the back of the Refinancing Transaction.

As explained in the Recent Events section, the company completed the execution of the Refinancing Transaction on October 30, 2020, issuing €165 mm of Further New Super Senior Notes and repaying the SSRCF issued in November 2016. As of October 30, and after having paid the October coupon (last one prior to the amendments to the Existing Notes), the liquidity position of the company is c. €148 mm.

• In terms of gaming capacity, our active number of slots by September 30, 2020, was 25,067 (around 45% of our capacity by year end 2019), mostly in Spain and Italy and to a lesser extent in Mexico and Uruguay. In terms of venues, we had 59 gaming halls in operation, 1,089 arcades, 124 sports betting shops and 8,797 bars. These figures do not include further halls opened in Mexico and Colombia in October or the full reopening of the business in Panama as of October 12.

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<sup>&</sup>lt;sup>1</sup> EBITDA, as defined by the Company, is operating profit (EBIT) plus depreciation and amortization, variation in provisions for trade transactions, gains / (losses) on asset disposals, and impairment charges.

#### **Consolidated Income Statement**

Consolidated	IIICOIIIE	; State	HIHEIIL			
Figures in EUR mm, except where noted otherwise		Quarter			YTD	
	Q3 2019	Q3 2020	Var. %	2019	2020	Var. %
Operating Revenue	343.4	143.0	(58.4%)	1,045.3	460.6	(55.9%)
Gaming & Other Taxes	(121.3)	(63.1)	48.0%	(371.6)	(181.5)	51.1%
Personnel	(60.3)	(36.3)	39.7%	(183.0)	(120.3)	34.3%
Rentals	(8.9)	3.3	n.a.	(27.3)	0.9	n.a.
Cost of Goods Sold	(4.7)	(5.8)	(23.8%)	(33.7)	(19.7)	41.7%
Other	(68.4)	(36.5)	46.7%	(192.4)	(111.4)	42.1%
Operating Expenses (excl. D&A)	(263.5)	(138.4)	47.5%	(808.1)	(432.0)	46.5%
Depreciation & Amortization	(50.8)	(40.4)	20.5%	(134.5)	(121.1)	10.0%
Variation in Provisions for Trade Transactions <sup>(1)</sup>	(1.6)	(1.4)	10.1%	(2.9)	(3.2)	(9.1%)
Gains / (Losses) on Asset Disposals (2)	(0.2)	(0.5)	n.a.	(0.5)	(2.5)	n.a.
Impairment Charges	0.0	0.0	n.a.	0.0	(2.0)	n.a.
Non-Recurring Items	(8.1)	(12.0)	(49.1%)	(18.7)	(26.4)	(41.4%)
Operating Profit (Pre-Inflation Accounting)	19.3	(49.7)	n.a.	80.6	(126.6)	n.a.
Inflation Adjustment on Operating Expenses (3,4)	(7.7)	(2.4)	68.7%	(11.6)	(8.8)	24.2%
Operating Profit (Post-Inflation Accounting)	11.6	(52.1)	n.a.	69.1	(135.3)	n.a.
Interest Expense	(26.2)	(29.0)	(10.7%)	(85.1)	(82.2)	3.5%
Interest Income	0.7	0.9	37.2%	2.0	2.2	10.9%
Gains / (Losses) from Financial Investments	0.9	2.2	n.a.	0.7	0.9	30.3%
Gains / (Losses) from Exchange Rate Variations	(18.9)	5.7	n.a.	(20.4)	(40.6)	(98.8%)
Inflation Adjustment <sup>(5)</sup>	1.6	2.1	30.6%	0.6	5.0	n.a.
Earnings before Corporate Income Taxes	(30.4)	(70.1)	n.a.	(33.2)	(250.1)	n.a.
Provision for Corporate Income Taxes	(1.5)	4.7	n.a.	(13.3)	(0.4)	97.3%
Inflation Adjustment on CIT <sup>(6)</sup>	0.5	(1.2)	n.a.	(5.1)	(3.9)	23.9%
Minority Interests in Subsidiary (Income) / Loss	0.6	4.4	n.a.	(2.7)	14.7	n.a.
Equity in Affiliate Income / (Loss)	0.0	0.1	n.a.	(0.3)	(0.1)	72.2%
Net Income / (Loss)	(30.7)	(62.1)	n.a.	(54.6)	(239.7)	n.a.
EBITDA						
EBIT (Operating Profit)	11.6	(52.1)	n.a.	69.1	(135.3)	n.a.
(+) Impairment Charges	0.0	0.0	n.a.	0.0	2.0	n.a.
(+) (Gains) / Losses on Asset Disposals	0.2	0.5	n.a.	0.5	2.5	n.a.
(+) Variation in Provisions for Trade Transactions	1.6	1.4	(10.1%)	2.9	3.2	9.1%
(+) Depreciation & Amortization	50.8	40.4	(20.5%)	134.5	121.1	(10.0%)
(+) Inflation Adjustment on Other Opex <sup>(4)</sup>	0.9	2.2	n.a.	6.5	7.9	20.4%
EBITDA	65.1	(7.6)	n.a.	213.5	1.4	(99.4%)
EBITDA Margin	19.0%	n.a.	n.a.	20.4%	0.3%	(20.1 p.p.)
Adjusted EBITDA						
EBITDA	65.1	(7.6)	n.a.	213.5	1.4	(99.4%)
(+) Non-Recurring Items	8.1	12.0	49.1%	18.7	26.4	41.4%
(+) Inflation Adjustment on EBITDA <sup>(3)</sup>	6.8	0.2	(97.3%)	5.0	0.9	(82.0%)
Adjusted EBITDA	79.9	4.6	(94.2%)	237.2	28.6	(87.9%)
Adjusted EBITDA Margin	23.3%	3.2%	(20.1 p.p.)	22.7%	6.2%	(16.5 p.p.)



<sup>&</sup>lt;sup>1</sup> Figures reflect change in provisions on advances to site owners in connection with contracts to install our machines in their establishments.

<sup>&</sup>lt;sup>2</sup> Figures primarily reflect disposal of gaming machines;
<sup>3</sup> Figure reflects, following IAS 29, the net impact on revenues and costs above EBITDA from applying Argentinean inflation to the end of the reporting period on the accrued items and ARS/EUR exchange rate as of September 30, 2020.

<sup>&</sup>lt;sup>4</sup> Figure reflects, following IAS 29, the net impact on costs above Operating Profit from applying Argentinean inflation to the end of the period on the accrued items and ARS/EUR exchange rate as of September 30, 2020, excluding impact on items above EBITDA. <sup>5</sup> Figure includes the impact from applying end of period inflation on fixed assets.

<sup>&</sup>lt;sup>6</sup> Figure includes the impact of inflation accounting on corporate income tax in Argentina.

- Operating Revenue decreased by €584.7 mm or 55.9% to €460.6 mm in 9M 2020, due to the COVID-19 related closings. The most significant decreases took place in Argentina (€176.5 mm as it was the only market that remained closed in both Q2 and Q3), Mexico (€163.8 mm) and Italy (€122.1 mm).
- Operating Expenses (excluding depreciation and amortization) decreased by €376.1 mm or 46.5% to €432.0 mm, as a result of reductions across variable costs in all our markets and to the multiple temporary cost containment measures deployed by management, especially in Argentina (€118.9 mm), Italy (€102.3 mm), Mexico (€71.7 mm) and Spain (€38.4 mm).
- Adjusted EBITDA decreased by €208.6 mm to €28.6 mm in 9M 2020, as a result of the decrease in revenue and
  the closings affecting all of our markets. Most of our retail operations generated nil or very limited revenues during
  Q2 2020, and only Spain, Italy, Uruguay and Online generated meaningful revenues in Q3.
- Non-Recurring Items in 9M 2020 were €16.6 mm (€5.2 mm of which were related to the refinancing process) while growth online marketing investments accounted for an additional €9.8 mm.
- Inflation Adjustment in 9M 2020 represents a loss of €0.9 mm (impact on EBITDA). At the net income level, the impact is a net loss of €7.7 mm.
- Impairment Charges in 9M 2020 amounted to €2.0 mm.
- Operating Profit (prior to considering inflation accounting for Argentina) decreased by €207.2 mm to an operating loss of €126.6 mm in 9M 2020.
- Interest Expense (including financial expenses from capitalized operating leases) decreased by €3.0 mm to €82.2 mm.
- Interest Income increased by €0.2 mm to €2.2 mm.
- Gains on Financial Investments reached €0.9 mm in 9M 2020.
- Losses on Exchange Rate Variations reached €40.6 mm in 9M 2020 derived from the appreciation of the USD against our LATAM operating currencies by March 31, although the trend was partially reversed in Q2 and Q3.
- Provision for **Corporate Income Tax** decreased by €13.0 mm to €0.4 mm in 9M 2020 driven by significant decreases in accrued corporate income taxes as a result of the reduction of profit before taxes in all of our business units (specially in Argentina), and reduced withholding taxes payments across the Group.
- Minority Interest represents a gain of €14.7 mm in 9M 2020.
- As a result of the aforementioned results, the Net Loss in 9M 2020 was €239.7 mm, compared to a Net Loss of €54.6 mm in 9M 2019.



## **Revenue and Adjusted EBITDA**

Figures in EUR mm, except where noted otherwise		Quarter			YTD	
	Q3 2019	Q3 2020	Var. %	2019	2020	Var. %
Operating Revenue						
Argentina	80.6	0.0	(100.0%)	241.3	64.8	(73.1%)
Mexico	75.9	8.4	(88.9%)	234.4	70.7	(69.9%)
Panama	19.7	0.0	(99.9%)	57.9	14.7	(74.7%)
Uruguay	18.2	12.1	(33.5%)	55.5	40.4	(27.1%)
Colombia	4.8	0.3	(94.0%)	14.4	5.2	(63.7%)
Sub-Total - Latin America	199.2	20.9	(89.5%)	603.5	195.8	(67.6%)
Italy	82.6	65.3	(21.0%)	254.2	132.1	(48.0%)
Spain	46.0	38.2	(17.0%)	142.1	84.1	(40.8%)
Sub-Total - Europe	128.6	103.5	(19.5%)	396.3	216.2	(45.4%)
Online	15.6	18.7	19.7%	45.5	48.6	6.8%
Total	343.4	143.0	(58.4%)	1,045.3	460.6	(55.9%)
Adjusted EBITDA						
Argentina	20.9	(7.2)	n.a.	57.9	0.3	(99.5%)
Mexico	28.1	(6.5)	n.a.	92.0	(0.1)	n.a.
Panama	4.5	(0.7)	n.a.	15.0	0.5	(96.5%)
Uruguay	4.9	4.2	(14.3%)	15.6	16.3	4.4%
Colombia	1.6	(1.4)	n.a.	5.1	(1.4)	n.a.
Sub-Total - Latin America	60.2	(11.6)	n.a.	185.5	15.7	(91.6%)
Italy	7.3	5.1	(30.1%)	19.3	(0.5)	n.a.
Spain	11.3	11.4	0.5%	33.8	14.3	(57.8%)
Sub-Total - Europe	18.6	16.5	(11.5%)	53.2	13.8	(74.0%)
Corporate	(2.4)	(3.0)	(25.5%)	(7.4)	(7.3)	1.3%
Online	3.5	2.7	(22.3%)	5.9	6.5	9.5%
Total	79.9	4.6	(94.2%)	237.2	28.6	(87.9%)

## **Earnings per Share**

Figures in EUR mm, except where noted otherwise		Quarter			YTD	
	Q3 2019	Q3 2020	Var. %	2019	2020	Var. %
Earnings per Share						
Net Income / (Loss) (EUR mm)	(30.7)	(62.1)	n.a.	(54.6)	(239.7)	n.a.
Average Shares Issued & Outstanding <sup>(1)</sup> (mm):						
Basic	118	118	(0%)	119	118	(0%)
Earnings per Share (EUR):						
Basic	(0.26)	(0.52)	n.a.	(0.46)	(2.03)	n.a.

<sup>&</sup>lt;sup>1</sup> Figure excludes treasury shares.

## **Revenue and Adjusted EBITDA at Constant Currency**

Figures in EUR mm, except where noted otherwise		Quarter			YTD	
	Q3 2019	Q3 2020	Var. %	2019	2020	Var. %
Operating Revenue						
Argentina	80.6	0.1	(99.9%)	241.3	99.0	(59.0%)
Mexico	75.9	10.0	(86.8%)	234.4	79.4	(66.1%)
Panama	19.7	0.0	(99.9%)	57.9	14.7	(74.7%)
Uruguay	18.2	15.2	(16.5%)	55.5	48.9	(11.9%)
Colombia	4.8	0.3	(92.9%)	14.4	6.0	(58.6%)
Sub-Total - Latin America	199.2	25.7	(87.1%)	603.5	247.9	(58.9%)
Italy	82.6	65.3	(21.0%)	254.2	132.1	(48.0%)
Spain	46.0	38.2	(17.0%)	142.1	84.1	(40.8%)
Sub-Total - Europe	128.6	103.5	(19.5%)	396.3	216.2	(45.4%)
Online	15.6	18.7	19.7%	45.5	48.6	6.8%
Total	343.4	147.8	(56.9%)	1,045.3	512.7	(51.0%)
Adjusted EBITDA						
Argentina	20.9	(11.2)	n.a.	57.9	0.5	(99.2%)
Mexico	28.1	(7.8)	n.a.	92.0	(0.1)	n.a.
Panama	4.5	(0.7)	n.a.	15.0	0.5	(96.5%)
Uruguay	4.9	5.3	7.5%	15.6	19.6	26.1%
Colombia	1.6	(1.7)	n.a.	5.1	(1.5)	n.a.
Sub-Total - Latin America	60.2	(16.0)	n.a.	185.5	19.0	(89.7%)
Italy	7.3	5.1	(30.1%)	19.3	(0.5)	n.a.
Spain	11.3	11.4	0.5%	33.8	14.3	(57.8%)
Sub-Total - Europe	18.6	16.5	(11.5%)	53.2	13.8	(74.0%)
Corporate	(2.4)	(3.0)	(25.5%)	(7.4)	(7.3)	1.3%
Online	3.5	2.7	(22.3%)	5.9	6.5	9.5%
Total	79.9	0.2	(99.7%)	237.2	32.0	(86.5%)

Operating Expenses<sup>1</sup>

Opera	ting Exp	pense	<b>es</b> '			
Figures in EUR mm, except where noted otherwise		Quarter			YTD	
	Q3 2019	Q3 2020	Var.	2019	2020	Var.
Operating Revenue	343.4	143.0	(58.4%)	1,045.3	460.6	(55.9%
Gaming & Other Taxes	(121.3)	(63.1)	48.0%	(371.6)	(181.5)	51.1%
Personnel	(60.3)	(36.3)	39.7%	(183.0)	(120.3)	34.3%
Rentals	(8.9)	3.3	n.a.	(27.3)	0.9	n.a
Cost of Goods Sold	(4.7)	(5.8)	(23.8%)	(33.7)	(19.7)	41.7%
Other	(68.4)	(36.5)	46.7%	(192.4)	(111.4)	42.1%
Operating Expenses (excl. D&A)	(263.5)	(138.4)	47.5%	(808.1)	(432.0)	46.5%
Gaming & Other Taxes	(121.1)	/=a a\	40.007	(000.0)	(4 <b>= 0</b> 0)	= . = .
Gaming Taxes	(101.1)	(56.8)	43.8%	(309.9)	(150.3)	51.5%
Other Taxes	(20.2)	(6.3)	68.8%	(61.7)	(31.2)	49.5%
Total	(121.3)	(63.1)	48.0%	(371.6)	(181.5)	51.1%
Rentals						
Gaming Venues & Other	(1.6)	1.9	n.a.	(5.3)	0.2	n.a
Slots	(7.3)	8.8	n.a.	(22.0)	8.0	n.a
Total	(8.9)	10.7	n.a.	(27.3)	0.9	n.a
Other						
Professional Fees (2)	(4.3)	(4.0)	7.4%	(14.9)	(12.2)	17.7%
Advertising and Marketing	(11.0)	(6.4)	41.7%	(35.6)	(19.4)	45.6%
Utilities	(12.7)	(6.6)	47.9%	(37.0)	(22.7)	38.6%
Repairs & Maintenance (3)	(5.0)	(2.8)	44.0%	(17.3)	(8.9)	48.7%
Insurance <sup>(4)</sup>	(8.0)	(1.1)	(46.6%)	(3.0)	(3.1)	(3.5%
Travel	(1.2)	(8.0)	34.9%	(3.3)	(1.9)	41.2%
Transportation <sup>(5)</sup>	(0.7)	(0.4)	35.9%	(2.1)	(1.2)	42.3%
Other Expenses	(32.6)	(14.2)	56.4%	(79.1)	(41.9)	47.0%
Total	(68.4)	(36.5)	46.7%	(192.4)	(111.4)	42.1%
As %of Operating Revenue (Var. in p.p.)						
Operating Revenue	100.0%	100.0%	-	100.0%	100.0%	-
Gaming & Other Taxes	35.3%	44.1%	8.8	35.5%	39.4%	3.9
Personnel	17.6%	25.4%	7.8	17.5%	26.1%	8.6
Rentals	2.6%	-2.3%	(4.9)	2.6%	-0.2%	(2.8
Cost of Goods Sold	1.4%	4.1%	2.7	3.2%	4.3%	1.0
Other	40.00/					
	19.9%	25.5%	5.6	18.4%	24.2%	5.8
Operating Expenses (excl. D&A)	19.9% <b>76.7%</b>		5.6 <b>20.0</b>	18.4% <b>77.3%</b>	24.2% <b>93.8%</b>	5.8 <b>16.5</b>
Operating Expenses (excl. D&A)  Gaming & Other Taxes						
						16.5
Gaming & Other Taxes	76.7%	96.8%	20.0	77.3%	93.8%	<b>16.5</b>
Gaming & Other Taxes Gaming Taxes	<b>76.7%</b> 29.4%	96.8% 39.7% 4.4%	<b>20.0</b> 10.3	<b>77.3%</b> 29.6%	<b>93.8%</b> 32.6%	<b>16.5</b> 3.0 0.9
Gaming & Other Taxes Gaming Taxes Other Taxes	<b>76.7%</b> 29.4% 5.9%	96.8% 39.7% 4.4%	20.0 10.3 (1.5)	<b>77.3%</b> 29.6% 5.9%	93.8% 32.6% 6.8%	<b>16.5</b> 3.0 0.9
Gaming & Other Taxes Gaming Taxes Other Taxes Total	<b>76.7%</b> 29.4% 5.9%	96.8% 39.7% 4.4% 44.1%	10.3 (1.5) 8.8	<b>77.3%</b> 29.6% 5.9%	93.8% 32.6% 6.8%	3.0 0.9 3.9
Gaming & Other Taxes Gaming Taxes Other Taxes Total Rentals	76.7% 29.4% 5.9% 35.3%	96.8% 39.7% 4.4% 44.1%	20.0 10.3 (1.5)	77.3% 29.6% 5.9% 35.5%	93.8% 32.6% 6.8% 39.4%	3.0 0.9 3.9 (0.5
Gaming & Other Taxes Gaming Taxes Other Taxes Total  Rentals Gaming Venues & Other	76.7% 29.4% 5.9% 35.3%	96.8% 39.7% 4.4% 44.1% -1.3% -6.2%	10.3 (1.5) 8.8	77.3% 29.6% 5.9% 35.5%	93.8% 32.6% 6.8% 39.4%	3.0 0.9 3.9 (0.5 (2.3
Gaming & Other Taxes Gaming Taxes Other Taxes Total Rentals Gaming Venues & Other Slots Total	76.7% 29.4% 5.9% 35.3% 0.5% 2.1%	96.8% 39.7% 4.4% 44.1% -1.3% -6.2%	20.0 10.3 (1.5) 8.8 (1.8) (8.3)	77.3% 29.6% 5.9% 35.5% 0.5% 2.1%	93.8% 32.6% 6.8% 39.4% 0.0% -0.2%	3.0 0.9 3.9 (0.5 (2.3
Gaming & Other Taxes Gaming Taxes Other Taxes Total  Rentals Gaming Venues & Other Slots	76.7% 29.4% 5.9% 35.3% 0.5% 2.1% 2.6%	96.8% 39.7% 4.4% 44.1% -1.3% -6.2% -7.5%	20.0 10.3 (1.5) 8.8 (1.8) (8.3) (10.1)	77.3% 29.6% 5.9% 35.5% 0.5% 2.1% 2.6%	93.8% 32.6% 6.8% 39.4% 0.0% -0.2%	3.0 0.9 3.9 (0.5 (2.3 (2.8
Gaming & Other Taxes Gaming Taxes Other Taxes Total  Rentals Gaming Venues & Other Slots Total  Other Professional Fees (2)	76.7% 29.4% 5.9% 35.3% 0.5% 2.1% 2.6%	96.8% 39.7% 4.4% 44.1% -1.3% -6.2% -7.5%	20.0  10.3 (1.5) 8.8  (1.8) (8.3) (10.1)	77.3% 29.6% 5.9% 35.5% 0.5% 2.1% 2.6%	93.8% 32.6% 6.8% 39.4% 0.0% -0.2% -0.2%	16.5 3.0 0.9 3.9 (0.5 (2.3 (2.8
Gaming & Other Taxes Gaming Taxes Other Taxes Total Rentals Gaming Venues & Other Slots Total Other	76.7% 29.4% 5.9% 35.3% 0.5% 2.1% 2.6%	96.8% 39.7% 4.4% 44.1% -1.3% -6.2% -7.5% 2.8% 4.5%	20.0  10.3 (1.5) 8.8  (1.8) (8.3) (10.1)  1.5 1.3	77.3% 29.6% 5.9% 35.5% 0.5% 2.1% 2.6% 1.4% 3.4%	93.8% 32.6% 6.8% 39.4% 0.0% -0.2% -0.2% 4.2%	16.5 3.0 0.9 3.9 (0.5 (2.3 (2.8
Gaming & Other Taxes Gaming Taxes Other Taxes Total  Rentals Gaming Venues & Other Slots Total  Other Professional Fees (2) Advertising and Marketing Utilities	76.7% 29.4% 5.9% 35.3% 0.5% 2.1% 2.6% 1.3% 3.2% 3.7%	96.8% 39.7% 4.4% 44.1% -1.3% -6.2% -7.5% 2.8% 4.5% 4.6%	20.0  10.3 (1.5) 8.8  (1.8) (8.3) (10.1)  1.5 1.3 0.9	77.3% 29.6% 5.9% 35.5% 0.5% 2.1% 2.6% 1.4% 3.4% 3.5%	93.8% 32.6% 6.8% 39.4% 0.0% -0.2% -0.2% 4.2% 4.9%	16.5 3.0 9.5 3.5 (0.5 (2.3 (2.8 1.2
Gaming & Other Taxes Gaming Taxes Other Taxes Total  Rentals Gaming Venues & Other Slots Total  Other Professional Fees (2) Advertising and Marketing	76.7% 29.4% 5.9% 35.3% 0.5% 2.1% 2.6%	96.8% 39.7% 4.4% 44.1% -1.3% -6.2% -7.5% 2.8% 4.5% 4.6% 2.0%	20.0  10.3 (1.5) 8.8  (1.8) (8.3) (10.1)  1.5 1.3 0.9 0.5	77.3% 29.6% 5.9% 35.5% 0.5% 2.1% 2.6% 1.4% 3.4% 3.5% 1.7%	93.8% 32.6% 6.8% 39.4% 0.0% -0.2% -0.2% 4.2% 4.9% 1.9%	16.5 3.0 9.9 3.5 (0.5 (2.3 (2.8 1.2 0.8 1.4
Gaming & Other Taxes Gaming Taxes Other Taxes Total  Rentals Gaming Venues & Other Slots Total  Other Professional Fees <sup>(2)</sup> Advertising and Marketing Utilities Repairs & Maintenance <sup>(3)</sup>	29.4% 5.9% 35.3% 0.5% 2.1% 2.6% 1.3% 3.2% 3.7% 1.5%	96.8% 39.7% 4.4% 44.1% -1.3% -6.2% -7.5% 2.8% 4.5% 4.6% 2.0% 0.8%	20.0  10.3 (1.5) 8.8  (1.8) (8.3) (10.1)  1.5 1.3 0.9	77.3% 29.6% 5.9% 35.5% 0.5% 2.1% 2.6% 1.4% 3.4% 3.5% 1.7% 0.3%	93.8% 32.6% 6.8% 39.4% 0.0% -0.2% -0.2% 4.2% 4.9% 1.9% 0.7%	16.5 3.0 9.9 3.5 (0.5 (2.3 (2.8 1.2 0.8 1.4 0.3 0.4
Gaming & Other Taxes Gaming Taxes Other Taxes Total  Rentals Gaming Venues & Other Slots Total  Other Professional Fees <sup>(2)</sup> Advertising and Marketing Utilities Repairs & Maintenance <sup>(3)</sup> Insurance <sup>(4)</sup>	29.4% 5.9% 35.3% 0.5% 2.1% 2.6% 1.3% 3.2% 3.7% 1.5% 0.2%	96.8% 39.7% 4.4% 44.1% -1.3% -6.2% -7.5% 2.8% 4.5% 4.6% 2.0%	20.0  10.3 (1.5) 8.8  (1.8) (8.3) (10.1)  1.5 1.3 0.9 0.5 0.6	77.3% 29.6% 5.9% 35.5% 0.5% 2.1% 2.6% 1.4% 3.4% 3.5% 1.7%	93.8% 32.6% 6.8% 39.4% 0.0% -0.2% -0.2% 4.2% 4.9% 1.9%	16.5 3.0 9.9 (0.5 (2.3 (2.8 1.2 0.8 0.3 0.4 0.1
Gaming & Other Taxes Gaming Taxes Other Taxes Total  Rentals Gaming Venues & Other Slots Total  Other Professional Fees <sup>(2)</sup> Advertising and Marketing Utilities Repairs & Maintenance <sup>(3)</sup> Insurance <sup>(4)</sup> Travel	29.4% 5.9% 35.3% 0.5% 2.1% 2.6% 1.3% 3.2% 3.7% 1.5% 0.2% 0.4%	96.8% 39.7% 4.4% 44.1% -1.3% -6.2% -7.5% 2.8% 4.5% 4.6% 2.0% 0.8% 0.6%	20.0  10.3 (1.5) 8.8  (1.8) (8.3) (10.1)  1.5 1.3 0.9 0.5 0.6 0.2	77.3% 29.6% 5.9% 35.5% 0.5% 2.1% 2.6% 1.4% 3.4% 3.5% 1.7% 0.3% 0.3%	93.8% 32.6% 6.8% 39.4%  0.0% -0.2% -0.2%  2.7% 4.2% 4.9% 1.9% 0.7% 0.4%	

<sup>&</sup>lt;sup>1</sup> Figures exclude non-recurring items.



<sup>&</sup>lt;sup>2</sup> Figures exclude payments to personnel via outsourcing agreements in Mexico which are re-classified as personnel expense.

<sup>&</sup>lt;sup>3</sup> Includes cleaning services and general supplies consumed.

<sup>&</sup>lt;sup>4</sup> Includes insurance (including surety bonds) premiums and letter of credit fees.

 $<sup>^{5}</sup>$  Includes armored vehicles for route collections and other transportation costs.

#### **Mexico**

Figures in EUR mm, except where noted otherwise		Quarter			YTD	
	Q3 2019	Q3 2020	Var. %	2019	2020	Var. %
Operating Revenue	75.9	8.4	(88.9%)	234.4	70.7	(69.9%)
Gaming & Other Taxes	(9.8)	(3.3)	66.2%	(26.2)	(16.5)	36.9%
Personnel <sup>(1)</sup>	(14.1)	(9.2)	34.8%	(39.7)	(31.4)	20.9%
Rentals	(5.1)	2.3	n.a.	(17.1)	1.3	n.a.
Cost of Goods Sold	(3.9)	(0.2)	94.7%	(13.9)	(3.1)	77.9%
Other	(14.9)	(4.5)	69.7%	(45.5)	(21.0)	53.8%
Operating Expenses (excl. D&A)	(47.8)	(14.9)	68.8%	(142.4)	(70.7)	50.4%
Depreciation & Amortization	(23.2)	(16.6)	28.5%	(56.8)	(49.8)	12.4%
Variation in Provisions for Trade Transactions	0.0	(0.0)	n.a.	0.0	(0.0)	n.a.
Gains / (Losses) on Asset Disposals <sup>(2)</sup>	(0.0)	0.0	n.a.	(0.0)	(1.0)	n.a.
Impairment Charges	0.0	0.0	n.a.	0.0	0.0	n.a.
Non-Recurring Items	(3.4)	(8.0)	77.0%	(4.2)	(4.4)	(5.4%)
Operating Profit	1.5	(23.9)	n.a.	30.9	(55.2)	n.a.
EBITDA	24.8	(7.3)	n.a.	87.8	(4.5)	n.a.
EBITDA Margin	32.7%	n.a.	n.a.	37.4%	n.a.	n.a.
Adjusted EBITDA	28.1	(6.5)	n.a.	92.0	(0.1)	n.a.
Adjusted EBITDA Margin	37.1%	n.a.	n.a.	39.2%	n.a.	n.a.
Economic Indicators						
Average Exchange Rate - EUR/MXN	21.61	25.84	19.6%	21.64	24.52	13.3%
Average Inflation (YoY)	3.3%	3.9%	0.6 p.p.	3.9%	3.4%	(0.5 p.p.)
Key Performance Indicators						
Avg. Installed Capacity (Slots)	21,468	2,589	(87.9%)	21,616	7,509	(65.3%)
Gross Win per Slot per Day:						
EUR	31.9	31.9	(0.0%)	32.8	42.2	28.6%
Local Currency	689	823	19.4%	710	930	30.9%

- Operating Revenue in 9M 2020 decreased by €163.8 mm (69.9%) compared to 9M 2019 due to the closing of all of our gaming halls in the country during the second quarter and only partial reopening during the third one (35 halls opened as of September 30).
- Operating Expenses (excluding D&A) decreased by €71.7 mm (50.4%) in 9M 2020 mainly as a result of our significant efforts to reduce and defer personnel, rentals and other fixed costs.
- Adjusted EBITDA decreased by €92.0 mm to negative €0.1 mm as a result of the significant decline in revenues due to the closings which resulted in negative EBITDA in both Q2 and Q3.
- As of October 30, the number of halls in operation had increased to 61 (after the reopening, among others, of those in Mexico City). Our horse racetrack, Hipódromo Las Américas, also restarted operations on October 2.
   Still, most of our halls are operating under different capacity or operational restrictions as defined in each specific state.



<sup>&</sup>lt;sup>1</sup> Includes personnel costs related to outsourced employees.

<sup>&</sup>lt;sup>2</sup> Figures reflect primarily disposal of gaming machines.

#### **Argentina**

Figures in EUR mm, except where noted otherwise		Quarter			YTD	
	Q3 2019	Q3 2020	Var. %	2019	2020	Var. %
Operating Revenue	80.6	0.0	(100.0%)	241.3	64.8	(73.1%)
Gaming & Other Taxes	(36.2)	(1.0)	97.3%	(108.9)	(31.7)	70.9%
Personnel	(13.4)	(5.2)	61.3%	(42.0)	(21.9)	47.8%
Rentals	(1.2)	0.0	n.a.	(3.0)	(1.1)	63.7%
Cost of Goods Sold	(1.5)	(0.0)	97.8%	(5.5)	(1.2)	78.5%
Other	(7.4)	(1.1)	84.8%	(24.0)	(8.6)	64.1%
Operating Expenses (excl. D&A)	(59.6)	(7.3)	87.8%	(183.4)	(64.5)	64.8%
Depreciation & Amortization	(2.3)	(1.6)	30.9%	(6.8)	(5.6)	18.1%
Variation in Provisions for Trade Transactions	0.0	0.0	n.a.	0.0	0.0	n.a.
Gains / (Losses) on Asset Disposals <sup>(1)</sup>	0.0	0.0	(68.6%)	0.2	0.0	(87.9%)
Impairment Charges	0.0	0.0	n.a.	0.0	0.0	n.a.
Non-Recurring Items	(0.4)	0.0	n.a.	(2.0)	(0.2)	91.8%
Operating Profit (Pre-Inflation Accounting)	18.2	(8.8)	n.a.	49.2	(5.4)	n.a.
Inflation Adjustment on Operating Expenses (2)	(7.7)	(2.4)	68.7%	(11.6)	(8.8)	24.2%
Operating Profit (Post-Inflation Accounting)	10.5	(11.2)	n.a.	37.7	(14.2)	n.a.
EBITDA	13.7	(7.4)	n.a.	50.9	(0.8)	n.a.
EBITDA EBITDA Margin	<b>13.7</b> 17.0%	( <b>7.4)</b> n.a.	n.a.	<b>50.9</b> 21.1%	( <b>0.8)</b> n.a.	n.a.
	-	` '			` '	
EBITDA Margin	-	` '			` '	
EBITDA Margin Adjusted EBITDA	17.0%	n.a.	n.a.	21.1%	n.a.	n.a.
EBITDA Margin Adjusted EBITDA EBITDA	17.0% 13.7	n.a.	n.a.	21.1% 50.9	n.a.	n.a.
EBITDA Margin  Adjusted EBITDA  EBITDA  (+) Non-Recurring Items	17.0% 13.7 0.4	n.a. (7.4) 0.0	n.a. n.a. n.a.	21.1% 50.9 2.0	(0.8) 0.2	n.a. n.a. (91.8%)
EBITDA Margin  Adjusted EBITDA  EBITDA  (+) Non-Recurring Items (+) Inflation Adjustment on EBITDA <sup>(2)</sup>	17.0% 13.7 0.4 6.8	n.a. (7.4) 0.0 0.2	n.a. n.a. n.a. (97.3%)	21.1% 50.9 2.0 5.0	(0.8) 0.2 0.9 <b>0.3</b>	n.a. n.a. (91.8%) (82.0%)
EBITDA Margin  Adjusted EBITDA  EBITDA  (+) Non-Recurring Items  (+) Inflation Adjustment on EBITDA <sup>(2)</sup> Adjusted EBITDA	17.0% 13.7 0.4 6.8 <b>20.9</b>	n.a. (7.4) 0.0 0.2 (7.2)	n.a. n.a. n.a. (97.3%) n.a.	21.1% 50.9 2.0 5.0 <b>57.9</b>	(0.8) 0.2 0.9 <b>0.3</b>	n.a. n.a. (91.8%) (82.0%) <b>(99.5%)</b>
EBITDA Margin  Adjusted EBITDA  EBITDA  (+) Non-Recurring Items  (+) Inflation Adjustment on EBITDA <sup>(2)</sup> Adjusted EBITDA  Adjusted EBITDA Margin  Economic Indicators	17.0%  13.7  0.4  6.8  20.9  26.0%	(7.4) 0.0 0.2 (7.2)	n.a. n.a. n.a. (97.3%) n.a.	21.1% 50.9 2.0 5.0 57.9 24.0%	0.8) 0.2 0.9 0.3	n.a. n.a. (91.8%) (82.0%) <b>(99.5%)</b>
EBITDA Margin  Adjusted EBITDA  EBITDA  (+) Non-Recurring Items  (+) Inflation Adjustment on EBITDA <sup>(2)</sup> Adjusted EBITDA  Adjusted EBITDA Margin	17.0% 13.7 0.4 6.8 <b>20.9</b>	n.a. (7.4) 0.0 0.2 (7.2) n.a. 85.77	n.a. n.a. (97.3%) n.a. n.a.	21.1% 50.9 2.0 5.0 <b>57.9</b>	(0.8) 0.2 0.9 <b>0.3</b>	n.a. (91.8%) (82.0%) (99.5%) (23.5 p.p.)
EBITDA Margin  Adjusted EBITDA  EBITDA  (+) Non-Recurring Items (+) Inflation Adjustment on EBITDA <sup>(2)</sup> Adjusted EBITDA  Adjusted EBITDA Margin  Economic Indicators  Average Exchange Rate - EUR/ARS	17.0%  13.7  0.4  6.8  20.9  26.0%	n.a. (7.4) 0.0 0.2 (7.2) n.a. 85.77	n.a. n.a. (97.3%) n.a. n.a. 52.8%	21.1% 50.9 2.0 5.0 57.9 24.0%	n.a. (0.8) 0.2 0.9 <b>0.3</b> 0.5%	n.a. (91.8%) (82.0%) (99.5%) (23.5 p.p.)
EBITDA Margin  Adjusted EBITDA  EBITDA  (+) Non-Recurring Items  (+) Inflation Adjustment on EBITDA <sup>(2)</sup> Adjusted EBITDA  Adjusted EBITDA Margin  Economic Indicators  Average Exchange Rate - EUR/ARS  Average Inflation (YoY)	17.0%  13.7  0.4  6.8  20.9  26.0%	n.a. (7.4) 0.0 0.2 (7.2) n.a. 85.77	n.a. n.a. (97.3%) n.a. n.a. 52.8%	21.1% 50.9 2.0 5.0 57.9 24.0%	n.a. (0.8) 0.2 0.9 <b>0.3</b> 0.5%	n.a. (91.8%) (82.0%) (99.5%) (23.5 p.p.)
EBITDA Margin  Adjusted EBITDA  EBITDA  (+) Non-Recurring Items (+) Inflation Adjustment on EBITDA <sup>(2)</sup> Adjusted EBITDA  Adjusted EBITDA Margin  Economic Indicators  Average Exchange Rate - EUR/ARS  Average Inflation (YoY)  Key Performance Indicators	17.0%  13.7  0.4  6.8  20.9  26.0%  56.14  54.3%	n.a. (7.4) 0.0 0.2 (7.2) n.a. 85.77	n.a. n.a. (97.3%) n.a. n.a. 52.8% (14.7 p.p.)	21.1% 50.9 2.0 5.0 57.9 24.0% 49.97 54.2%	n.a. (0.8) 0.2 0.9 0.3 0.5% 76.02 44.3%	n.a. (91.8%) (82.0%) (99.5%) (23.5 p.p.) 52.1% (9.9 p.p.)
EBITDA Margin  Adjusted EBITDA  EBITDA  (+) Non-Recurring Items (+) Inflation Adjustment on EBITDA <sup>(2)</sup> Adjusted EBITDA  Adjusted EBITDA Margin  Economic Indicators  Average Exchange Rate - EUR/ARS  Average Inflation (YoY)  Key Performance Indicators  Avg. Installed Capacity (Slots)	17.0%  13.7  0.4  6.8  20.9  26.0%  56.14  54.3%	n.a. (7.4) 0.0 0.2 (7.2) n.a. 85.77	n.a. n.a. (97.3%) n.a. n.a. 52.8% (14.7 p.p.)	21.1% 50.9 2.0 5.0 57.9 24.0% 49.97 54.2%	n.a. (0.8) 0.2 0.9 0.3 0.5% 76.02 44.3%	n.a. (91.8%) (82.0%) (99.5%) (23.5 p.p.)  52.1% (9.9 p.p.)

- Operating Revenue in 9M 2020 decreased by €176.5 mm or 73.1% compared to 9M 2019, due to the bingo hall closings since March 16, and throughout the entire second and third quarters, as well as to the significant devaluation of the Peso (52.1%) against the euro.
- Operating Expenses (excluding D&A) decreased by 64.8% driven by reductions across gaming taxes which are variable and all fixed operating expenses such as personnel and rentals.
- Adjusted EBITDA decreased by almost 100.0% to €0.3 mm, compared to €57.9 mm in 9M 2019 as a result of the absence of revenues in Q2 and Q3.
- As of October 30, our bingo halls remain closed.

<sup>&</sup>lt;sup>2</sup> Figure reflects, following IAS 29, the net impact on revenues and costs from applying Argentinean inflation to the end of the period on the accrued items and ARS/EUR exchange rate as of September 30, 2020.



<sup>&</sup>lt;sup>1</sup> Figures reflect primarily the disposal of gaming machines.

#### **Spain**

Figures in EUR mm, except where noted otherwise		Quarter			YTD	
	Q3 2019	Q3 2020	Var. %	2019	2020	Var. %
Operating Revenue	46.0	38.2	(17.0%)	142.1	84.1	(40.8%)
Gaming & Other Taxes	(14.7)	(11.7)	20.4%	(46.2)	(30.9)	33.1%
Personnel	(9.9)	(7.2)	27.3%	(31.0)	(19.8)	36.2%
Rentals	(0.5)	0.0	n.a.	(1.4)	0.3	n.a.
Cost of Goods Sold	(1.6)	(0.8)	47.4%	(4.5)	(1.8)	60.1%
Other	(8.0)	(7.1)	10.9%	(25.3)	(17.8)	29.7%
Operating Expenses (excl. D&A)	(34.7)	(26.8)	22.7%	(108.3)	(69.9)	35.5%
Depreciation & Amortization	(9.3)	(8.2)	12.2%	(26.7)	(23.0)	14.2%
Variation in Provisions for Trade Transactions <sup>(1)</sup>	(0.3)	(1.1)	n.a.	(0.8)	(1.7)	(97.8%)
Gains / (Losses) on Asset Disposals (2)	(0.2)	(0.2)	15.0%	(0.3)	(0.9)	n.a.
Impairment Charges	0.0	0.0	n.a.	0.0	0.0	n.a.
Non-Recurring Items	(0.5)	0.4	n.a.	(0.8)	(0.1)	92.8%
Operating Profit	1.0	2.3	n.a.	5.1	(11.3)	n.a.
EBITDA	10.9	11.8	8.5%	33.0	14.2	(56.9%)
EBITDA Margin	23.6%	30.9%	7.3 p.p.	23.2%	16.9%	(6.3 p.p.)
Adjusted EBITDA	11.3	11.4	0.5%	33.8	14.3	(57.8%)
Adjusted EBITDA Margin	24.6%	29.8%	5.2 p.p.	23.8%	17.0%	(6.8 p.p.)
Key Performance Indicators						
Avg. Installed Capacity (Slots)	10,208	9,528	(6.7%)	10,235	6,785	(33.7%)
Avg. Installed Capacity (Sports Betting Terminals)	7,111	6,371	(10.4%)	7,109	4,718	(33.6%)
Gross Win per Slot per Day:						
Slots	46.6	40.5	(13.2%)	49.0	44.1	(9.9%)

- Operating Revenue in 9M 2020 declined by €58.0 mm (40.8%) to €84.1 mm compared to 9M 2019, driven by closings
  of bars, restaurants, arcades and bingo halls between March 14 and mid-June, when the Government lifted the
  restrictions imposed by the state of alarm, as well as by the capacity and opening hours limitations upon reopening.
- Operating Expenses (excluding D&A) decreased by 35.5% to €69.9 mm in 9M 2020, as a result of our significant cost containment efforts on all items, notably personnel where we achieved a 66% reduction in costs in Q2 and a 27% reduction in Q3 thanks to the temporary reductions of employment (ERTEs). Waived gaming taxes (which are fixed in Spain) also contributed to the 33.1% decrease in this line item.
- Adjusted EBITDA declined 57.8% to €14.3 mm. Adjusted EBITDA margin decreased by 6.8 percentage points to 17.0% versus last year driven by the limited revenues generated in the second quarter.
- However, Adjusted EBITDA in the third quarter was already above that of last year despite the 17.0% lower revenues, thanks to the significant cost savings mentioned above, especially on personnel expenses, which resulted in a 5.2 p.p. expansion of EBITDA margins to 29.8% in the quarter.



<sup>&</sup>lt;sup>1</sup> Figures reflect change in provisions on advances to site owners in connection with contracts to install our machines in their establishments.

<sup>&</sup>lt;sup>2</sup> Figures reflect primarily disposal of gaming machines.

#### **Italy**

Figures in EUR mm, except where noted otherwise		Quarter			YTD	
	Q3 2019	Q3 2020	Var. %	2019	2020	Var. %
Operating Revenue	82.6	65.3	(21.0%)	254.2	132.1	(48.0%)
Gaming & Other Taxes	(55.3)	(44.3)	19.9%	(173.1)	(91.9)	46.9%
Personnel	(7.8)	(5.6)	27.8%	(24.7)	(16.1)	35.0%
Rentals	(1.3)	(1.3)	2.7%	(3.8)	(2.9)	23.4%
Cost of Goods Sold	(0.4)	(0.3)	25.5%	(1.2)	(0.6)	49.9%
Other	(10.6)	(8.7)	17.6%	(32.0)	(21.1)	34.2%
Operating Expenses (excl. D&A)	(75.4)	(60.2)	20.1%	(234.9)	(132.6)	43.6%
Depreciation & Amortization	(5.4)	(5.2)	3.9%	(15.2)	(14.6)	4.2%
Variation in Provisions for Trade Transactions (1)	(0.4)	(1.0)	n.a.	(1.1)	(1.1)	(0.4%)
Gains / (Losses) on Asset Disposals (2)	0.1	(0.3)	n.a.	(0.1)	(0.6)	n.a.
Impairment Charges	0.0	0.0	n.a.	0.0	0.0	n.a.
Non-Recurring Items	0.0	(0.1)	n.a.	(0.1)	(0.1)	n.a.
Operating Profit	1.6	(1.4)	n.a.	2.8	(16.9)	n.a.
EBITDA	7.3	5.0	(31.5%)	19.3	(0.6)	n.a.
EBITDA Margin	8.8%	7.6%	(1.2 p.p.)	7.6%	n.a.	n.a.
Adjusted EBITDA	7.3	5.1	(30.1%)	19.3	(0.5)	n.a.
Adjusted EBITDA Margin	8.8%	7.8%	(1.0 p.p.)	7.6%	n.a.	n.a.
Key Performance Indicators						
Avg. Installed Capacity (AWPs)	7,655	6,638	(13.3%)	7,474	4,881	(34.7%)
Avg. Installed Capacity (VLTs)	1,506	990	(34.3%)	1,500	849	(43.4%)
Gross Win per Slot per Day:						
AWPs	81.7	74.1	(9.3%)	87.8	77.3	(11.9%)
VLTs	200	180	(10.0%)	197	167	(15.1%)

- Operating Revenue in 9M 2020 decreased by €122.1 mm or 48.0% compared to 9M 2019 as a result of the mandatory closings that took place in the country between March 8 and mid-June, as well as from the permanent closing of 2 of our bingo halls.
- Operating Expenses (excluding D&A) decreased by 43.6% in 9M 2020 to €132.6 mm compared to 9M 2019, as a result of significant decreases across all cost items, especially gaming taxes.
- Adjusted EBITDA was negative €0.5 mm in 9M 2020, following the 3 months of complete closing of our operations between mid-March and mid-June.
- In mid-September we closed our bingo hall in Lecce which is being relocated to a new location that will open in December 2020.



<sup>&</sup>lt;sup>1</sup> Figures reflect change in provisions on advances to site owners in connection with contracts to install our machines in their establishments.

<sup>&</sup>lt;sup>2</sup> Figures reflect primarily disposal of gaming machines.

#### **Other Operations**

Figures in EUR mm, except where noted otherwise		Quarter			YTD	
	Q3 2019	Q3 2020	Var. %	2019	2020	Var. %
Operating Revenue						
Panama	19.7	0.0	(99.9%)	57.9	14.7	(74.7%)
Uruguay	18.2	12.1	(33.5%)	55.5	40.4	(27.1%)
Colombia	4.8	0.3	(94.0%)	14.4	5.2	(63.7%)
Online	15.6	18.7	19.7%	45.5	48.6	6.8%
Operating Revenue	58.3	31.1	(46.6%)	173.3	108.9	(37.1%)
Adjusted EBITDA						
Panama	4.5	(0.7)	n.a.	15.0	0.5	(96.5%)
Uruguay	4.9	4.2	(14.3%)	15.6	16.3	4.4%
Colombia	1.6	(1.4)	n.a.	5.1	(1.4)	n.a.
Online	3.5	2.7	(22.3%)	5.9	6.5	9.5%
Adjusted EBITDA	14.6	4.9	(66.5%)	41.6	21.9	(47.3%)
Adjusted EBITDA Margin	25.1%	15.7%	(9.4 p.p.)	24.0%	20.1%	(3.9 p.p.)
EBITDA						
Adjusted EBITDA	14.6	4.9	(66.5%)	41.6	21.9	(47.3%)
(-) Non-Recurring Items	(1.2)	(1.4)	(16.2%)	(1.9)	(2.6)	(34.7%)
(-) Online Growth Investment	(2.2)	(3.4)	(58.4%)	(9.4)	(9.8)	(4.0%)
EBITDA	11.3	0.1	(99.0%)	30.2	9.5	(68.5%)
EBITDA Margin	19.3%	0.4%	(18.9 p.p.)	17.5%	8.8%	(8.7 p.p.)
Average Exchange Rates						
EUR/USD	1.11	1.17	5.2%	1.12	1.12	0.0%
EUR/UYU	39.81	49.97	25.5%	38.75	47.01	21.3%
USD/UYU	35.82	42.74	19.3%	34.50	41.80	21.2%
EUR/COP	3,713	4,366	17.6%	3,638	4,165	14.5%
Average Inflation (YoY)						
Panama	-0.5%	0.0%	0.5 p.p.	-0.3%	-0.1%	0.2 p.p.
Panama Uruguay	-0.5% 7.7%	0.0% 9.9%	0.5 p.p. 2.3 p.p.	-0.3% 7.7%	-0.1% 9.8%	0.2 p.p. 2.1 p.p.

Other Operations includes results from Panama, Uruguay, Colombia and Online, but excludes Corporate Overhead.

Operating revenue decreased by €64.4 mm (37.1%), to €108.9 mm as a result of:

- A combined decrease in **Panama and Colombia** of €52.4 mm due to the closing of operations since March. Colombia resumed operations between September and October and Panama on October 12.
- A decrease in Uruguay of €15.1 mm due to the closing of its operations since March. The racetracks resumed their
  operation partially by mid-May, and the associated gaming halls (HRU) on August 6.
  - Please note that the revenue recognition mechanics in our gaming hall operation in Uruguay have delayed the impact of the closures in this business unit to the last quarter of 2020.
- An increase of €3.1 mm on Online revenues coming mostly from the third quarter, where the very strong performance (19.7% growth) offset the weak revenue trend in the second quarter due to the cancellation or postponement of most of the major sports events.

Adjusted EBITDA decreased by €19.7 mm (47.3%), to €21.9 mm as a result of:

- A decrease in Panama of €14.5 mm, affected by the casino closings in Q2 and Q3.
- A decrease in Colombia of €6.5 mm, also impacted by closings in Q2 and most of Q3.
- An increase in Uruguay and Online of €1.3 mm.

Adjusted EBITDA margin in 9M 2020 was 8.8%, 8.7 percentage points below that of 9M 2019.



#### **Consolidated Cash Flow Statement**

Figures in EUR mm, except where noted otherwise		Quarter			YTD	
	Q3 2019	Q3 2020	Var. %	2019	2020	Var. %
EBITDA	65.1	(7.6)	n.a.	213.5	1.4	(99.3%)
Capitalized Operating Leases	(17.3)	(14.5)	16.2%	(52.9)	(46.8)	11.5%
Inflation Adjustment	6.8	0.2	(97.0%)	5.0	0.9	(82.1%)
Corporate Income Taxes Paid	(7.8)	(0.9)	88.5%	(31.1)	(7.3)	76.5%
Chg. in Working Capital <sup>(1)</sup>	(7.7)	25.5	n.a.	(12.2)	43.7	n.a.
Cash Flow from Operations	39.1	2.7	(93.1%)	122.3	(8.1)	n.a.
Maintenance Capital Expenditures (2)	(14.6)	(3.3)	77.2%	(47.8)	(21.4)	55.2%
Growth Capital Expenditures (2), of which:	(6.4)	(0.8)	87.3%	(10.8)	(3.8)	65.2%
Capacity Deployment <sup>(3)</sup>	(3.4)	(0.8)	76.1%	(5.8)	(3.6)	37.8%
Acquisitions <sup>(4)</sup>	(3.0)	0.0	n.a.	(5.0)	(0.1)	97.1%
Initial Cash from Acquired Companies	0.0	0.4	n.a.	0.2	0.4	n.a.
Cash Flow from Investing	(21.0)	(3.7)	82.2%	(58.4)	(24.8)	57.6%
Cash Interest Expense	(2.8)	(14.1)	n.a.	(37.6)	(47.6)	(26.6%)
Cash Interest Income	0.4	0.5	25.0%	0.8	1.1	37.5%
Chg. in Financial Debt	8.1	69.7	n.a.	13.4	120.9	n.a.
Chg. in Financial Investments	0.4	(3.3)	n.a.	(1.9)	(2.7)	(42.1%)
Chg. in Deferred Payments <sup>(5)</sup>	(5.3)	(2.3)	56.6%	(16.9)	(6.2)	63.3%
Dividends Paid, net <sup>(6)</sup>	(0.9)	(0.5)	44.4%	(4.1)	(3.1)	24.4%
Investment in Treasury Shares, net	0.1	0.0	n.a.	0.1	0.0	n.a.
Cash Effect from Exchange Rate Difference <sup>(7)</sup>	(1.5)	0.3	n.a.	(4.4)	(2.4)	45.5%
Cash Flow from Financing	(1.5)	50.3	n.a.	(50.6)	60.0	n.a.
Exchange Rate Impact on Cash Balances	(2.4)	(2.6)	(8.3%)	(3.9)	(10.4)	n.a.
Cash Flow	14.2	46.7	n.a.	9.4	16.7	77.3%
Cash & Equivalents						
Beginning of Period	76.3	73.1	(4.2%)	81.1	103.1	27.1%
Cash Flow	14.2	46.7	n.a.	9.4	16.7	77.3%
End of Period	90.5	119.8	32.4%	90.5	119.8	32.4%

- Cash flow from operations in 9M 2020 was negative €8.1 mm, a decrease of €130.4 mm versus €122.3 mm in 9M 2019. This decrease is primarily attributable to the decrease of €212.1 mm in reported EBITDA partially offset by a €23.8 mm reduction in corporate income tax paid and a €55.9 mm decrease in the working capital outflow (to an inflow of €43.7 mm). Inflation adjustments (IAS 29 accounting in Argentina) and Capitalized Operating Leases (IFRS 16) are excluded in the cash flow calculations, as they are non-cash items in the Income Statement.
- Cash flow from investing in 9M 2020 was €24.8 mm of capital expenditures, a decline of 57.6% vs. 9M 2019, and included €25.2 mm of capital expenditures partially offset by €0.4 mm of cash from acquired companies. Within capital expenditures, €21.4 mm were related to maintenance and €3.8 mm to growth initiatives.



<sup>&</sup>lt;sup>1</sup> The difference between this figure and management reporting of net working capital corresponds mostly to non-cash FX movements in certain balance sheet items.

<sup>&</sup>lt;sup>2</sup> Figures reflect accrued amounts, including contingency payments (if any), and prior to any deferred payment arrangements (if applicable).

<sup>&</sup>lt;sup>3</sup> Includes opening of greenfield gaming halls, increase of capacity on existing ones, deployment and expansion of sports betting points of sale, among other projects.

<sup>&</sup>lt;sup>4</sup> Includes acquisition of gaming halls, slot operators and acquisition of product through previously operated through revenue share or operational agreements.

<sup>&</sup>lt;sup>5</sup> Includes changes in deferred payments related to capital expenditures.

<sup>&</sup>lt;sup>6</sup> Figure reflects dividends paid to minority partners net of dividends received from Group investments in unconsolidated entities.

<sup>&</sup>lt;sup>7</sup> Includes impact of FX differences on non-operational cash inflows and outflows.

- Cash flow from financing was €60.0 mm in 9M 2020 and included:
  - €47.6 mm of cash interest expense, including €27.1 mm related to the April coupon payment on our Senior Notes, €7.4 mm related to our refinancing process, €2.6 mm to our SSRCF, €1.8 mm to the coupon payment on the newly issued €85 super senior notes and €8.7 mm related to OpCo debt (including capital leases);
  - €1.1 mm of cash interest income;
  - €120.9 mm increase in financial debt made up of:
    - (i) €72.0 mm net proceeds raised from the issuance of the €85 mm new super senior notes;
    - (ii) €41.0 mm drawing on our SSRCF;
    - (iii) €1.3 mm decrease in capital leases;
    - (iv) €9.2 mm increase in OpCo financial debt (excluding capital leases) mainly due to new loans being raised in Mexico (€19.4 mm), Spain (€0.5 mm) and Panama (€0.4 mm), partially offset by the scheduled amortization of loans in Mexico (€5.6 mm), Uruguay (€3.4 mm), Panama (€1.4 mm), Colombia (€0.3 mm) and Italy (€0.4 mm).
  - Decrease in deferred payments of €6.2 mm, consisting of deferred payments with capex suppliers, mainly in Mexico, Argentina, Spain, Panama and corporate headquarters that offset the increase in deferred payments in Uruguay and our Platform;
  - Dividends paid to minority partners of €3.1 mm;
  - €2.4 mm negative impact from exchange rate differences;
- The fluctuation in foreign exchange rates has resulted in a negative impact of €10.4 mm on conversion of cash balances;
- During 9M 2020, there has been an increase in cash and equivalents of €16.7 mm to €119.8 mm.

#### Capital Expenditures and Acquisitions<sup>1</sup>

Figures in EUR mm, except where noted otherwise		Quarter		YTD		
	Q3 2019	Q3 2020	Var. %	2019	2020	Var. %
Capital Expenditures and Acquisitions						
Maintenance <sup>(2)</sup>	14.6	3.3	(77.2%)	47.8	21.4	(55.2%)
Growth <sup>(3)</sup>	6.4	0.8	(87.3%)	10.8	3.8	(65.2%)
Sub-Total	21.0	4.1	(80.3%)	58.6	25.2	(57.1%)
IFRS 16 Capex	(31.1)	(0.1)	n.a.	n.a.	1.1	n.a.
Total (Post-IFRS 16)	(10.1)	4.1	n.a.	58.6	26.2	(55.3%)
Maintenance						
Argentina	2.7	0.0	(99.6%)	7.1	0.4	(93.8%)
Mexico	5.7	0.1	(98.6%)	13.2	4.9	(63.0%)
Panama	0.5	0.0	n.a.	1.7	0.0	(99.1%)
Colombia	0.4	0.0	(98.1%)	1.7	0.0	(97.8%)
Uruguay	0.7	0.3	(52.4%)	4.2	3.3	(21.4%)
Sub-Total - Latin America	10.0	0.4	(95.7%)	27.9	8.7	(68.9%)
Italy	1.0	1.0	(1.6%)	4.2	2.5	(40.2%)
Spain	2.9	1.3	(55.5%)	13.5	7.9	(41.4%)
Sub-Total - Europe	3.9	2.3	(41.7%)	17.7	10.4	(41.1%)
Corporate	0.3	0.4	20.9%	0.8	1.3	61.7%
Online	0.4	0.3	(35.8%)	1.4	1.0	(27.7%)
Total	14.6	3.3	(77.2%)	47.8	21.4	(55.2%)
Growth						
Argentina	0.0	0.0	n.a.	0.0	0.0	n.a.
Mexico	2.9	0.0	n.a.	2.9	0.9	(69.8%)
Panama	0.0	0.0	n.a.	0.8	0.8	2.3%
Colombia	0.0	0.0	n.a.	0.0	0.0	n.a.
Uruguay	0.0	0.0	n.a.	0.0	0.0	n.a.
Sub-Total - Latin America	2.9	0.0	(99.7%)	3.7	1.7	(53.0%)
Italy	0.0	0.0	n.a.	0.2	0.0	n.a.
Spain	1.6	0.1	(91.6%)	4.8	0.4	(90.7%)
Sub-Total - Europe	1.6	0.1	(91.6%)	5.0	0.4	(91.1%)
Corporate	0.0	0.0	n.a.	0.0	0.0	n.a.
Online	1.9	0.7	(64.8%)	2.1	1.6	(24.9%)
Total, of which:	6.4	0.8	(87.3%)	10.8	3.8	(65.2%)
Capacity Deployment <sup>(4)</sup>	3.4	0.8	(76.1%)	5.8	3.6	(37.8%)
Acquisitions <sup>(5)</sup>	3.0	0.0	n.a.	5.0	0.1	(97.1%)
IFRS 16 Capex	(31.1)	(0.1)	n.a.	(40.3)	1.1	n.a.
Total Capex (Post-IFRS 16)	(10.1)	4.1	n.a.	58.6	26.2	(55.3%)

Maintenance Capex in 9M 2020 reached €21.4 mm, principally driven by:

- Investment in Spain of €7.9 mm, a decrease of €5.6 mm versus last year;
- Investment in Mexico of €4.9 mm, a decrease of €8.3 mm versus last year;
- Investment in Uruguay of €3.3 mm. a decrease of €0.9 mm versus last year;
- Investment in Italy of €2.5 mm, a decrease of €1.7 mm versus last year.

**Growth Capex** in 9M 2020 was €3.8 mm, mostly deployed in Online, Mexico and Panama, and related to the works in halls.

<sup>&</sup>lt;sup>5</sup> Includes acquisition of gaming halls, slot operators and acquisition of product previously operated through revenue share or operational agreements.



<sup>&</sup>lt;sup>1</sup> Figures as per consolidated cash flow statements.

<sup>&</sup>lt;sup>2</sup> Includes primarily slot product/gaming hall renovation, exclusivity payments to site owners and gaming license renewals.

<sup>&</sup>lt;sup>3</sup> Includes primarily slot product/gaming hall expansion and acquisition activity.

<sup>&</sup>lt;sup>4</sup> Includes opening of greenfield gaming halls, increase of capacity on existing ones, deployment and expansion of sports betting, among other projects.

#### **Consolidated Balance Sheet**

Consonauto	Balano	o onloot		
Figures in EUR mm, except where noted otherwise	Dec-19	As Sep-20	at Var.	Var. %
	Dec-19	3ep-20	vai.	Vai. 70
Assets				
Cash & Equivalents	103.1	119.8	16.7	16.2%
S-T Financial Investments (1)	32.9	33.7	0.8	2.5%
Accounts Receivable (2)	62.4	64.2	1.8	3.0%
Taxes Receivable <sup>(3)</sup>	91.0	58.7	(32.3)	(35.5%)
Prepaid Expenses	12.9	15.1	2.2	17.1%
Inventory	10.7	8.4	(2.3)	(21.6%)
Other Current Assets	0.0	0.0	0.0	n.a.
Current Assets	313.0	299.9	(13.1)	(4.2%)
Fixed Assets	403.3	316.5	(86.8)	(21.5%)
L-T Financial Investments	20.5	19.3	(1.2)	(5.7%)
Intangible Assets (excl. Goodwill)	374.0	309.9	(64.1)	(17.1%)
Right-of-Use Assets (IFRS 16)	254.7	181.9	(72.8)	(28.6%)
Goodwill	232.3	194.4	(37.9)	(16.3%)
Deferred Tax Assets	52.8	60.1	7.3	13.8%
Other Non-Current Assets	0.0	13.0	13.0	n.a.
Total Assets	1,650.5	1,394.9	(255.6)	(15.5%)
Liabilities & Shareholders' Equity				
Accounts Payable <sup>(4)</sup>	107.5	119.9	12.4	11.5%
S-T Provisions (5)	4.8	4.5	(0.3)	(7.8%)
S-T Taxes Payable <sup>(6)</sup>	133.9	131.0	(2.9)	(2.2%)
S-T Financial Debt	36.6	135.3	98.7	n.a.
S-T Deferred Payments (7)	51.8	52.4	0.6	1.1%
S-T Capital Leases (IFRS 16)	46.0	43.1	(2.9)	(6.3%)
Other Current Liabilities	5.3	5.6	0.3	6.2%
Current Liabilities	385.9	491.8	105.9	27.4%
L-T Provisions <sup>(8)</sup>	22.0	23.7	1.7	7.8%
L-T Taxes Payable	10.8	8.0	(2.8)	(25.9%)
L-T Financial Debt	867.8	898.5	30.7	3.5%
L-T Deferred Payments <sup>(7)</sup>	20.0	14.2	(5.8)	(28.8%)
L-T Capital Leases (IFRS 16)	205.1	151.9	(53.2)	(26.0%)
Deferred Tax Liabilities	95.7	90.0	(5.7)	(6.0%)
Other Non-Current Liabilities	0.1	0.1	0.0	0.4%
Total Liabilities	1,607.5	1,678.1	70.6	4.4%
Minority Interests	81.1	48.3	(32.8)	(40.5%)
Shareholders' Equity	(38.0)	(331.5)	(293.5)	n.a.
Total Liabilities & Shareholders' Equity	1,650.5	1,394.9	(255.6)	(15.5%)
End of Period Exchange Rates	,	,	,	,
EUR/ARS	67.28	89.19	21.91	32.6%
EUR/MXN	21.19	25.93	4.73	22.3%
EUR/USD	1.12	1.17	0.05	4.2%
EUR/COP	3,682	4,541	860	23.4%
EUR/UYU	3,662 41.91	49.85	7.94	23.4% 18.9%
USD/UYU	37.31	49.65	7.9 <del>4</del> 5.27	14.1%
030/010	37.31	42.58	5.27	14.1%

<sup>&</sup>lt;sup>1</sup> Includes €5.1 and € 3.5 mm, respectively, in cash in transit (realized gross win in route business pending to be collected).
<sup>2</sup> Includes A/R from customers, other parties and advances to employees net of insolvency provisions.



 $<sup>^3</sup>$  Includes all taxes receivable from tax authorities, including the 0.5% canon (AAMS) in Italy.

<sup>&</sup>lt;sup>4</sup> Includes accounts payable to suppliers, other parties and accrued wages.

<sup>&</sup>lt;sup>5</sup> Figures include provision for trade transactions and other provisions related to treasury share activity.

<sup>&</sup>lt;sup>6</sup> Figures include gaming taxes, corporate income taxes and other taxes payable to tax authorities.

<sup>&</sup>lt;sup>7</sup> Figures include deferred payments (and other partner investments) related to capital expenditures and other deferred payments.

<sup>&</sup>lt;sup>8</sup> Figures include all other provisions related to business contingencies (personnel, tax, etc.).

#### **Net Working Capital**<sup>1</sup>

Figures in EUR mm, except where noted otherwise	As at							
	Dec-19	Sep-20	Var.	Var. %				
Assets								
Accounts Receivable	62.4	64.2	1.8	3.0%				
Taxes Receivable <sup>(2)</sup>	64.4	50.7	(13.7)	(21.2%)				
Prepaid Expenses	12.9	15.1	2.2	17.1%				
Inventory	10.7	8.4	(2.3)	(21.6%)				
Other Current Assets <sup>(3)</sup>	0.0	0.0	0.0	-				
Total	150.4	138.5	(11.9)	(7.9%)				
Liabilities								
Accounts Payable	107.5	119.9	(12.4)	11.5%				
S-T Provisions (4)	3.3	2.9	0.4	(11.8%)				
Taxes Payable (2)	120.5	134.5	(14.0)	11.6%				
Deferred Payments (5)	1.1	1.3	(0.2)	12.0%				
Other Current Liabilities (3)	2.6	3.1	(0.5)	22.6%				
Total	235.0	261.7	(26.7)	11.4%				
Net Working Capital	(84.6)	(123.2)	(38.6)	(45.6%)				

#### **Balance Sheet**

- Total assets decreased by €255.6 mm in 9M 2020. This decrease is principally attributable to a decrease in fixed assets, intangible assets, right of use assets (IFRS-16) and goodwill.
- Current Assets decreased by €13.1 mm, as a result of a €32.2 mm decrease in taxes receivable partially offset by a €16.7 mm increase in cash & equivalents.
- Financial debt, including both the short and long term portion increased by €129.4 mm as a result of the issuance of €85.0 mm new super senior notes and a €41.4 mm drawing on the SSRCF (which is registered now as short term debt as its maturity was brought forward to November 15).
- Minority interests decreased by €32.8 mm to €48.3 mm and shareholders' equity decreased by €293.5 mm to negative €331.5 mm due to the €239.7 mm loss in the period together with exchange rate impacts.
- Increased commercial payables are reflected across several items of the balance sheet. First in short term tax assets and liabilities (as assets are significantly reduced as a result of the reduced activity while liabilities remain stable despite such reduction). Second, as we are reporting an increase of accounts payable when, due to the reduced activity, such amount should have decreased. Third, as deferred payments are only decreasing modestly when minimal capital expenditures are being done by the company, reflecting re-scheduling of expected payment installments in 2020 of prior years executed investments. On the other hand, significant devaluation of local currencies against the Euro have partially offset the impact of this increase of payables in the balance sheet.

#### **Net Working Capital**

- Net working capital decreased by €38.6 mm to negative €123.2 mm.
- This change in net working capital was primarily due to a €27.7 mm increase in taxes payable, net<sup>6</sup> and a €12.4 mm increase in accounts payable partially offset by a €2.2 mm increase in prepaid expenses and a €1.8 mm increase in accounts receivable.



<sup>&</sup>lt;sup>1</sup> The difference between this figure and the consolidated Cash Flow Statement corresponds mostly to non-cash FX movements in certain balance sheet items.

<sup>&</sup>lt;sup>2</sup> Figures reflect gaming and other taxes (i.e. exclude corporate income taxes).

<sup>&</sup>lt;sup>3</sup> Figures exclude security deposits.

<sup>&</sup>lt;sup>4</sup> Figures reflect provisions for trade transactions.

<sup>&</sup>lt;sup>5</sup> Figures reflect other deferred payment obligations (i.e. exclude deferred payments and other partner investments related to capital expenditures).

<sup>&</sup>lt;sup>6</sup> Taxes payable less taxes receivable.

Capitalization

Capita	IIIZation					
Figures in EUR mm, except where noted otherwise	As at					
	Dec-19	Sep-20	Var.	Var. %		
Capitalization						
S-T Financial Debt <sup>(1)</sup>	36.6	135.3	98.7	n.a.		
L-T Financial Debt <sup>(1)</sup>	867.8	898.5	30.7	3.5%		
Total Financial Debt	904.4	1,033.8	129.4	14.3%		
Minority Interests	81.1	48.3	(32.8)	(40.5%)		
Shareholders' Equity	(38.0)	(331.5)	(293.5)	n.a.		
Total Capitalization	947.5	750.6	(196.9)	(20.8%)		
Financial Debt <sup>(1)</sup>						
OpCo Debt (excl. Capital Leases)	81.0	84.1	3.1	3.8%		
OpCo Capital Leases	7.1	5.0	(2.1)	(30.0%)		
Sub-Total	88.2	89.1	0.9	1.1%		
Super Senior Revolving Credit Facility	45.3	86.7	41.4	91.4%		
Senior Notes	770.9	857.9	87.0	11.3%		
Total Financial Debt	904.4	1,033.8	129.4	14.3%		
Capitalization of Operating Leases (2)	251.1	195.0	(56.1)	(22.4%)		
Total Adjusted Debt	1,155.6	1,228.8	73.2	6.3%		
	_					
Cash & Equivalents						
Mexico	20.0	6.4	(13.6)	(67.9%)		
Argentina	16.9	0.9	(16.0)	(94.8%)		
Spain	7.6	21.9	14.3	n.a.		
Italy	17.3	27.4	10.1	58.6%		
Other Operations	24.1	23.9	(0.2)	(1.0%)		
Sub-Total	85.9	80.5	(5.4)	(6.4%)		
Corporate	17.1	39.3	22.2	n.a.		
Total	103.1	119.8	16.7	16.2%		
Europe (incl. Corporate)	42.0	88.6	46.6	n.a.		
Latam	61.1	31.2	(29.9)	(49.0%)		
Total	103.1	119.8	16.7	16.2%		
Credit Statistics						
LTM Adjusted EBITDA	319.0	110.4	(208.6)	(65.4%)		
Proforma Interest Expense <sup>(3)</sup>	86.8	93.4	6.6	7.6%		
Leverage:						
Senior Financial Debt <sup>(4)</sup> / LTM Adjusted EBITDA	0.4x	1.6x	1.2x	n.a.		
Total Adj. Net Debt / LTM Adj. EBITDA	3.3x	10.0x	6.7x	n.a.		
Including Inflation Accounting	3.3x	10.7x	7.4x	n.a.		
Coverage:						
LTM Adjusted EBITDA / Proforma Interest Expense	3.7x	1.2x	(2.5x)	(68.0%)		
Including Inflation Accounting	3.7x	1.1x	(2.6x)	(71.2%)		

<sup>&</sup>lt;sup>4</sup> Includes structurally senior OpCo debt (including capital leases) plus drawn amounts outstanding under the €95 mm SSRCF.



<sup>&</sup>lt;sup>1</sup> Figures include accrued interest and impact of deferred financing fees, which, for covenant calculation purposes, would be excluded (i.e. financial debt and leverage would be lower).

Figures reflect short and long term capitalized operating leases following the application of IFRS 16.

Figures based on December 31, 2019 and September 30, 2020, as applicable, financial debt outstanding and interest rates; excludes

fees on unused revolver availability.

## Gaming Capacity<sup>1</sup> by Venue, September 30, 2020\*

	Gaming Venues											
							Spc	orts				
	Gaming Halls <sup>(2)</sup>		Arca	Arcades <sup>(3)</sup> Bars <sup>(4)</sup>		Betting Shops <sup>(5)</sup>		Racetracks		Total		
	2019	2020	2019	2020	2019	2020	2019	2020	2019	2020	2019	2020
Region												
Latin America	_			Co-loc	ated							
Argentina	13	-	_	-	-	_	-	-	-	-	13	-
Mexico <sup>(6)</sup>	96	35	-	_	-	_	91	27	1	-	97	35
Panama <sup>(6, 7)</sup>	11	-	-	-	-	-	8	-	1	-	12	-
Colombia	9	6	139	83	-	-	80	29	-	-	228	118
Uruguay (CN)	1	1	-	-	-	-	-	-	-	-	1	1
Uruguay (HRU) <sup>(8)</sup>	5	5	-	-	-	-	29	22	2	2	29	22
Brazil	-	-	-	-	-	-	-	-	-	-	-	-
Total	135	47	139	83	-	-	208	78	4	2	380	176
Europe												
Italy	11	9	-	-	2,245	2,008	-	-	-	-	2,256	2,017
Spain <sup>(9)</sup>	3	3	1,024	1,006	7,438	6,789	65	46	-	-	8,530	7,844
Total	14	12	1,024	1,006	9,683	8,797	65	46	-	-	10,786	9,861
Total Group	149	59	1,163	1,089	9,683	8,797	273	124	4	2	11,166	10,037
Operator			"Corr	ners"								
Codere	149	59	183	122	-	_	193	95	4	2	423	244
Third Party	-	-	980	967	9,683	8,797	80	29	-	-	10,743	9,793
Total	149	59	1,163	1,089	9,683	8,797	273	124	4	2	11,166	10,037
Spain												
SSTs Only <sup>(10)</sup>	-	-	981	970	1,097	966	18	15	-	-	2,096	1,951
AWPs & SSTs	3	3	43	36	335	271	47	31	-	-	428	341
Sub-Total	3	3	1,024	1,006	1,432	1,237	65	46	-	-	2,524	2,292
AWPs Only	-	-	-	-	6,006	5,552	-	-	-	-	6,006	5,552
Total	3	3	1,024	1,006	7,438	6,789	65	46	-	-	8,530	7,844

(\*) Figures do not reflect impact of openings in October 2020 or new operational restrictions in Europe.

<sup>&</sup>lt;sup>10</sup> Self-service sports betting terminals; arcades and bars would, however, typically have 3<sup>rd</sup> party operated AWPs.



<sup>&</sup>lt;sup>1</sup> Figures reflect venues in operation as at September 30, 2019 and 2020, as applicable.

<sup>&</sup>lt;sup>2</sup> Includes all gaming venues with > 50 slot machines.

<sup>&</sup>lt;sup>3</sup> Includes all gaming venues with between 5 and 50 (inclusive) slot machines (Codere and/or 3<sup>rd</sup> party operated).

<sup>&</sup>lt;sup>4</sup> Includes all bars, restaurants, tobacco shops and other retail locations with < 5 slot machines and/or self-service sports betting terminals.

<sup>&</sup>lt;sup>5</sup> Includes sports books co-located within Codere gaming halls and other Codere operated standalone sports betting shops.

<sup>&</sup>lt;sup>6</sup> Figure for sports betting shops reflects sports books co-located within Codere operated gaming halls.

<sup>&</sup>lt;sup>7</sup> Figure for sports betting shops excludes 37 affiliated agencies (horserace betting only) in Q3 2019.

Figure for sports betting shops includes 1 sports book co-located within HRU operated gaming halls.
 Sports betting shops excludes 46 and 45, respectively, franchised locations (included in Arcades).

## Gaming Capacity<sup>1</sup> by Product, September 30, 2020\*

	Gaming Product (Installed Capacity)											
	Slo 2019	ts <sup>(2)</sup> 2020	Table 5 2019	Seats <sup>(3)</sup> 2020	Bingo 2019	Seats 2020	Sports E 2019	Betting <sup>(4)</sup> 2020	Netw 2019	ork <sup>(5)</sup> 2020	To 2019	tal 2020
	2019	2020	2019	2020	2019	2020	2019	2020	2019	2020	2019	2020
Region												
Latin America												
Argentina	6,861	-	-	-	11,692	-	-	-	-	-	18,553	-
Mexico	21,348	5,476	2,160	243	11,217	238	741	278	-	-	35,466	6,235
Panama <sup>(6)</sup>	2,996	-	300	-	-	-	42	-	-	-	3,338	-
Colombia	4,399	1,569	108	4	447	-	623	393	-	-	5,577	1,966
Uruguay (CN)	394	332	150	30	-	-	-	-	-	-	544	362
Uruguay (HRU)	1,885	1,150	-	-	-	-	29	22	-	-	1,914	1,172
Brazil	-	-	-	-	-	-	-	-	-	-	-	-
Total	37,883	8,527	2,718	277	23,356	238	1,435	693		-	65,392	9,735
Europe												
Italy: <sup>(7)</sup>	8,561	7,043	-	-	5,139	2,280	-	-	14,806	12,669	21,094	15,755
AWP <sup>(8)</sup>	7,683	6,443	-	-	-	-	-	-	13,289	11,556	14,398	12,319
VLT <sup>(9)</sup>	878	600	-	_	_	_	_	-	1,517	1,113	1,557	1,156
Spain <sup>(10)</sup>	10,173	9,497	-	-	1,064	639	7,220	6,611	-	_	18,457	16,747
Total	18,734	16,540	-	-	6,203	2,919	7,220	6,611	14,806	12,669	39,551	32,502
Total Group	56,617	25,067	2,718	277	29,559	3,157	8,655	7,304	14,806	12,669	104,943	42,237
Gaming Venue												
Gaming Halls	35,707	8,179	2,718	277	29,559	3,157	880	367	-	-	68,864	11,980
Arcades	4,497	2,143	-	_	-	-	5,702	5,330	-	-	10,199	7,473
Bars	16,274	14,637	-	_	-	-	1,432	1,237		-	17,706	15,874
Sports Betting Shops	139	108	-	_	-	-	641	370	-	_	780	478
Network <sup>(11)</sup>	_	-	-	_	-	-	_	_	14,806	12,669	7,394	6,432
Total Group	56,617	25,067	2,718	277	29,559	3,157	8,655	7,304	14,806	12,669	104,943	42,237

(\*) Figures do not reflect impact of openings in October 2020 or new operational restrictions in Europe.

<sup>&</sup>lt;sup>11</sup> Figures in total column reflect only 3<sup>rd</sup> party operated slots that are connected to Network (to avoid double counting of Codere operated units).



<sup>&</sup>lt;sup>1</sup> Figures gaming products in operation as at September 30, 2019 and 2020, as applicable.

<sup>&</sup>lt;sup>2</sup> Includes all Codere operated AWPs, VLTs, electronic bingo terminals and other gaming machines; excludes 3<sup>rd</sup> party operated slots.

<sup>&</sup>lt;sup>3</sup> Figure reflects number of total gaming positions assuming (for illustrative purposes only) 6 seats per table now subject to Covid-19 restrictions.

<sup>&</sup>lt;sup>4</sup> Figures reflect self-service terminals (SSTs); For Mexico and Panama, they will vary from prior releases which reflected points of sale.

<sup>&</sup>lt;sup>5</sup> Reflects all slots connected to Codere network (i.e. both Codere and 3<sup>rd</sup> party operated).

<sup>&</sup>lt;sup>6</sup> Figure for sports betting shops excludes 37 affiliated agencies (horserace betting only) in Q3 2019.

<sup>&</sup>lt;sup>7</sup> Figures for slots reflect Codere operated units connected to both Codere Network (typical) and 3<sup>rd</sup> party networks.

<sup>&</sup>lt;sup>8</sup> Figures for slots include 1,109 and 763 units, respectively, connected to 3<sup>rd</sup> party networks.

<sup>&</sup>lt;sup>9</sup> Figures for slots include 40 and 43 units, respectively, connected to 3<sup>rd</sup> party networks.

<sup>&</sup>lt;sup>10</sup> Figures for slots reflect operating units (i.e. do not include authorized but not deployed units).

#### **Recent Events**

• **COVID-19 business update.** Following the global outbreak of COVID-19 and the lockdowns imposed by governments across the globe, the Company closed all of its retail operations during March.

As of today, we have resumed operations in all markets but Argentina and some regions in Mexico, representing approximately one third of our gaming capacity in the country. Based on management expectations, as we do not have formal confirmation, our entire footprint could be open before year end.

Performance across opened markets continues to be strong, ranging between 70 and 90% of our 2019 revenue levels a few weeks after reopening. Nonetheless, the second wave of the pandemic has caused some temporary closings across parts of our European portfolio which will impact negatively our revenue in the last quarter of the year, the impact of these restrictions is not yet reflected in our Q3 2020 results.

Please refer to the presentation accompanying our Q3 2020 Results where a detailed operational update by country is provided.

- Refinancing Transaction. On October 30, the Company completed the refinancing transaction (described in detail in our Q2 2020 Earnings Release) which included, among other elements:
  - (i) The issuance of €165 mm of Further New Super Senior Notes (on top of the Initial €85 mm to a total of €250 mm NSSNs due September 2023). Upon completion on October 30, the existing SSRCF was fully repaid together with transaction costs and the October coupon on our existing notes. The remaining liquidity will help the company sustain its operations to post COVID-19 business normalization.
  - (ii) Amendments to the terms of the existing notes including an extension of maturities to November 1, 2023 and increased interest rates, comprising a mandatory 4.50% cash-pay component and, at the election of the Company, a further cash-pay (5.00% on the € notes; 5.875% on the \$ notes) or PIK (6.25% on the € Notes; 7.125% on the \$ Notes) component;
  - (iii) Amendments to the debt baskets to restrict debt to a €95.0 mm local debt basket (out of which no more than €75 mm can be incurred by non-guarantors) and a new €25 mm general debt basket;
  - (iv) Addition of a minimum liquidity covenant under which the Company shall maintain a minimum aggregate amount of €40 million in cash, cash equivalents, and borrowings available under credit facilities and to be tested monthly.
- City of Buenos Aires online license. The Government of the City of Buenos Aires, through its gambling administration body (LOTBA), has approved the implementation program for the online gaming platform presented by Codere, which includes its implementation and execution plans. This is the first step in the process towards obtaining the license that will allow the company's online gaming to be offered in this market, with Codere being the first company to achieve this milestone.
  - The next step in the process will be to execute the operational tasks necessary in order for the systems to be deployed, as well as the development and integration of certain components of the platform, which will allow the commercialization and distribution of the online games included in the approved application.
- Advertising regulation in Spain. On November 4, 2020, the Spanish Government approved a new Royal Decree
  introducing more restrictions on gambling advertising. The new law imposes a total ban on betting and gaming
  adverts online and on social media, and also bans it from airing on radio and television except between 1:00 am
  and 5:00 am. It also bans celebrities from endorsing any such adverts and prohibits betting and gaming operators
  from sponsoring sporting events or teams. Advertising contracts already in place will be subject to "a moratorium"
  until the end of the sporting season in August 2021.
- Temporary hospital unit in the Citibanamex convention centre. In late April, with the help of many local companies and support from authorities in Mexico and led by the Universidad Nacional Autónoma de México a temporary hospital unit was set in our Citibanamex convention centre. It has contributed 540 hospital beds and over 30 intensive care units to the city's overloaded health system during the pandemic, helping thousands of patients. We have extended the agreement to operate the unit by 2 months, until December 15, and it will be dismantled two weeks later.
- Share capital reduction. On July 24, 2020, the General Shareholder Meeting of Codere agreed to reduce the share capital of the Company by € 450,445,638.8 by reducing the nominal value of each share outstanding by €3.8, from €4.3 to €0.5. The reduction was registered together with the change in the Corporate Bylaws with the Commercial Registry in early October.



- Inflation accounting in Argentina. Inflation accounting resulted in the following impacts in 9M 2020:
  - (i) Negative impact of €8.8 mm on Operating Profit, broken down as follows:
    - a. impact on EBITDA of negative €0.9 mm;
    - impact on Other Opex below EBITDA of negative €7.9 mm;
  - (ii) Inflation adjustment as interest income (€5.0 mm) and
  - (iii) Inflation adjustment as higher corporate income tax (€3.9 mm).
- Adjustments to EBITDA: In 9M 2020, we incurred in €16.6 mm non-recurring expenses, broken down as follows:
  - (i) Operational and personnel restructuring and improvements: €4.4 mm
  - (ii) Litigation related to shareholders: €1.6 mm
  - (iii) Tax contingencies and related advisories: €2.4 mm
  - (iv) Refinancing process: €5.2 mm
  - (v) Others (including other litigation): €2.9 mm

In addition, we invested €9.8 mm in online growth marketing and related costs (reported as operational expense).

• Amendment to IFRS 16 Leases: Covid 19 - Related Rent Concessions by the IASB. As explained in the Financial and Operating Overview section, the breakdown of the €7.4 mm EBITDA impact by country is as follows:

Figures in EUR mm, except where noted otherwise	Q2 2020 Reported	Lease Adjustment	Q2 2020 Ajusted	
Adjusted EBITDA				
Argentina	(7.4)	0.5	(6.9)	
Mexico	(14.1)	3.2	(10.9)	
Panama	(3.4)	2.6	(0.8)	
Uruguay	6.7	0.2	6.9	
Colombia	(1.4)	0.4	(1.0)	
Sub-total-Latin America	(19.5)	6.8	(12.7)	
Italy	(5.2)	0.1	(5.1)	
Spain	(5.3)	0.5	(4.8)	
Sub-total- Europe	(10.5)	0.6	(9.8)	
Corporate	(2.6)	0.0	(2.6)	
Online	1.5	0.0	1.5	
Total	(31.1)	7.4	(23.7)	

#### **Contact Information**

Codere is a leading international gaming operator with nearly 57,000 slot machines, 30,000 bingo seats and 8,500 sports betting terminals in Latin America, Spain and Italy, across various gaming venues, including 148 gaming halls, 1,200 arcades, 9,200 bars, 245 sports betting shops and 4 horse racetracks.

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**Note on Rounding.** Due to decimal rounding, numbers presented throughout this report may not add up precisely to the totals and subtotals provided, and percentages may not precisely reflect the absolute figures.

Alternative Performance Measures. This report includes certain Alternative Performance Measures in accordance with the European Securities and Markets Authority (ESMA) Directive 2015/1415. These measures, which are not defined under IFRS standards, are intended to provide more useful, comparable and reliable information in order to improve the understanding of the Company's financial performance and its reported information. For definitions, usage rationales and reconciliation of these metrics with IFRS, please visit the Presentations section within the Shareholders and Investors site of www.grupocodere.com.

Forward Looking Statements. Codere cautions that this document may contain forward looking statements with respect to the business, financial condition, results of operations, strategy, plans and objectives of the Codere Group. While these forward looking statements represent our judgment and future expectations concerning the development of our business, a certain number of risks, uncertainties and other important factors could cause actual developments and results to differ materially from our expectations. These factors include, but are not limited to, (1) general market, macroeconomic, governmental, political and regulatory trends; (2) movements in local and international securities markets, currency exchange rates and interest rates; (3) competitive pressures; (4) technical developments; (5) changes in the financial position or credit worthiness of our customers, obligors and counterparts.

These and other risk factors published in our past and future filings and reports, including those with the Spanish Securities and Exchange Commission ("CNMV") and available to the public both in Codere's website (<a href="www.grupocodere.com">www.grupocodere.com</a>) and in the CNMV's website (<a href="www.cnmv.es">www.cnmv.es</a>), as well as other risk factors currently unknown or not foreseeable, which may be beyond Codere's control, could adversely affect our business and financial performance and cause actual results to differ materially from those implied in the forward-looking statements.

